



**4<sup>TH</sup> MEETING  
SMALL BUSINESS SUBGROUP**

**MEETING MINUTES**

**SEPTEMBER 17<sup>TH</sup>, 2010  
10:00 AM**

**THE STATE CAPITOL  
HOUSE ROOM 1  
Richmond, Virginia**

**Subgroup Members Present:**

John Biagas  
Mel Chaskin  
Julia Hammond  
Andrea Kilmer

**Subgroup Members Absent:**

Fred Thompson

---

**I. Call to Order**

John Biagas, Chair, called to order the 4<sup>th</sup> meeting of the Small Business Subgroup at 10:10 AM on September 17<sup>th</sup>, 2010, in the Capitol Building in Richmond, VA. A quorum was present.

**II. Presentations**

Wayne Waldrop with DBA gave a presentation on a proposal for Virginia's Certified Entrepreneurial Community Program. This program is implemented in several other states and helps small businesses start and grow. DBA would like this program to be implemented throughout the Commonwealth and housed in DBA. This program would also strengthen the relationship between localities and the state and even requires buy in and support from the locality.

**III. Minutes**

Minutes from the 3<sup>rd</sup> subgroup meeting were reviewed and approved.

**VI. Discussion and Finalization of Recommendations**

The group streamlined and finalized their recommendations. The group discussed the best way to present the information to the Commission and the Governor. The final report was divided into 4 parts: access to capital, small business support, tax reform, and regulatory issues. Topics discussed: one time financing for the Small Business Financing Authority without pulling from the general fund – possibly a line of credit from the Treasury or possibly taking unused funds from the Governor's fund for natural disasters, SBFA is very effective when they are funded appropriately, increase in

VDBA staff - if we are asking them to do better work and provide more services we need to give them the capability to do it, small business investment tax credit to incentivize private investment into small businesses – this program has proven success in other states, better notification to small business owners of changes in state law or regulation – perhaps a small business advisory page incorporated with the business one stop or an automatic prompted email, set aside a portion of GOF for small business and change the criteria to allow small businesses to qualify, reform of BPOL tax – change from gross receipts to net profit or eliminating the tax for start ups, need state to analyze tax data to see where replacement funds can come from and work out all the details, need a 18-24 month study to determine how to best reform the tax, acknowledge that the income must be replaced from somewhere else, etc.

**VII. Public Comment**

Representatives from VML, VACo, Retailers, Small Business Development Center, and VSMFA spoke throughout the meeting.

**VIII. Adjournment**

The meeting was adjourned at 11:40 PM.